

and to keep it going among the colored people of a definite territory. In the County a separate colored chairman and committee were not named but, instead, the work was under the supervision of the white chairman and was promoted through his colored sub-committee.

### **The Lumbermen**

The lumbermen of the State were organized from the National Headquarters with Mr. Nathan O'Berry of Goldsboro as Chairman. The lumbermen's organization was, therefore, a branch of the national rather than of the state organization and reports of its activities were made to the National Headquarters rather than to the State Director.

### **The Retail Merchants**

In May, 1918, the Retail Merchants' Division of the War Savings Committee was organized in North Carolina with Mr. John L. Gilmer of Winston-Salem as State Chairman and Mr. Frank E. Griffith of Winston-Salem, as Secretary. The Retail Merchants' Association of Winston-Salem furnished the offices and the services of the Secretary for the State Headquarters of the Retail Merchants' Division.

Mr. Gilmer divided the State into nine districts and named a chairman for each district. These district chairmen, together with such assistance as the State Headquarters could give them, visited the leading towns of the State and named a leading retail merchant as local chairman in each town. Two hundred and fifty-one cities and towns of the State were organized and five thousand two hundred and eighteen retail merchants of the State were authorized as agents to sell War Savings Stamps. The plan, in general, was to allot a definite amount in stamps to be sold by each merchant and to have each merchant, in turn, assign a definite allotment to each clerk.